



Job Description Inside Sales Professional

Who We Are:

InfoStructures, Inc. is an information services technology consulting services firm headquartered in Rockville, MD. Since 1988, we have been commanding leading-edge technologies and techniques to improve the working lives of others. Our solutions are innovative, manageable and cost-effective.

The Opportunity:

InfoStructures is seeking energetic, highly-motivated, well-organized and ambitious *inside* sales professional to develop our commercial (non-government) business. You will work closely with InfoStructures' top leadership to help grow the company on a daily basis. Your success will be integral to the company's success.

We encourage top sales performers and award winners to investigate this opportunity. Marginal or below average sales performers will not be qualified for this opportunity. Individuals that are not willing to be accountable to an activity-based plan and committed to achieving goals should not apply.

Successful candidates will have the following traits:

- A high-energy proactive approach to sales
- A strong customer orientation
- Ability to work independently
- Enthusiasm
- Patience
- Consistency
- Excellent verbal, written and listening skills
- Professionalism
- Organization
- Ability to accurately recall and summarize conversations
- Confidence in the ability to reach top IT professionals and obtain meetings with them
- Ability to reach others while being aware of, sensitive to, and responsive to their needs

Skills & Experience Required:

- 2+ years of successful inside/outside sales experience
- Experience in the IT or health care industries a plus
- Proven customer service skills

Main Duties & Responsibilities:

- Developing/obtaining lead lists
- Calling leads (warm or cold) and obtaining meetings with decision makers.
- Working synergistically with management and outside sales professionals to hone the sales message and identify/qualify prospects
- Contributing feedback and plans that accelerate the sales process
- Consistently and accurately reporting marketing efforts

Education & Training Required:

- Bachelor's Degree required

InfoStructures Offers:

- A fast-paced and competitive working environment with great service offerings and demanding customers
- Competitive compensation based on experience
- The opportunity to work with really smart people
- A comprehensive benefits package that includes paid vacation, personal/sick days, employee health insurance coverage, and a 401(k)/profit sharing plan

Please forward cover letter, results-oriented resume with references and salary history/requirements to personnel@infostructures.com. Equal Opportunity Employer.